

Message Text

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47

ACTION COME-00

INFO OCT-01 ARA-11 ADP-00 EB-11 STR-08 TRSE-00 L-03

CIAE-00 INR-10 NSAE-00 RSC-01 RSR-01 /046 W

----- 091383

R 171510 Z APR 73

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 9451

INFO AMEMBASSY SAN SALVADOR

LIMITED OFFICIAL USE GUATEMALA 1810

DEPT FOR COMMERCE

E. O. 11652: N/ A

TAGS: BEXP ETRD GT

SUBJECT: HOST GOVERNMENT TENDER REQUIREMENTS

REF: STATE 065366

1. RATIONALE FOR GOG REQUIREMENTS RE PURCHASE OF BID DOCUMENTS IS NOT SOLELY TO DISCOURAGE ALL BUT SERIOUS BIDDERS, ALTHOUGH THIS IS ONE PURPOSE. MAJOR REASON IS TO SIMPLIFY INTERNAL BUREAUCRATIC REQUIRMENTS. PRESENT SYSTEM ESSENTIALLY CALLS FOR REPLACEMENT OF MATERIALS USED IN PREPARATION OF BID DOCUMENTS. CONVERSION OF THIS PROCEDURE INTO SIMPLE FEE PAYMENT WOULD NECESITATE SUPERVISION OF TENDER ISSUING AGENCY' S ACCOUNTS BY GOG INTERNAL REVENUE OFFICE. ADDITIONAL ACCOUNTING PROCEDURES AND PAPERWORK WOULD BE ENTAILED AS WELL AS INTERVENTION OF REVENUE BUREAU IN OPERATIONS, AN IN-TRUSION MOST AGENCIES WOULD NOT WELCOME. FURTHER, PAYMENT IN SPECIALIZED MATERIALS ELIMINATES TEMPTATION TO AGENCY EMPLOYEES TO APPROPRIATE INCOME RECEIVED FROM BIDDING PROCEDURES.

2. EMBASSY HAS NOT RECEIVED COMPLAINTS REGARDING TENDER DOCUMENT REQUIRMENTS NOR ANY WORK THAT REQUIRMENTS HAVE CAUSED POTENTIAL BIDDERS TO LOSE INTEREST IN ANY GIVEN PROJECT. ALL FOREIGN COMPANIES BIDDING ON GOG PROJECT MUST BE LOCALLY REPRESENTED, EVEN IF ONLY BY LAWYER HOLDING POWER OF ATTORNEY. THUS, THERE IS ALMOST ALWAYS SOMEONE ON HAND TO PROVIDE NECESSARY MATERIALS

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TO TENDER ISSUING AGENCY. HOWEVER, THERE IS NO QUESTION THAT
SYSTEM IS BURDENSOME, PARTICULARLY WHEN AMOUNT OF BID IS
RELATIVELY SMALL .

3. PRESENT PROCDURES HAVE BEEN IN EFFECT FOR MANY YEARS AND,
GIVEN CONSIDERATIONS STATED ABOVE, WILL NOT BE EASY TO OVERTURN.
HOWEVER, IF DEPARTMENT IS IN ACCORD, WE WILL CONTACT COMMERCIAL
MISSION OF MAJOR EXPORTERS TO GUATEMALA TO SOLICIT THEIR
EXPERIENCE AND DETERMINE IF THEY WOULD BE INTERESTED IN MAKING JOINT
APPROACH TO APPROPRIATE AUTHORITIES IN GOG.
BOWDLDER

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

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Draft Date: 17 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: elyme
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: n/a
Errors: n/a
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From: GUATEMALA
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Previous Handling Restrictions: n/a
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30 JUN 2005

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